Project Design Phase-I
Problem – Solution Fit

Team ID	PNT2022TMID43389
Project Name	University Admit Eligibility Predictor

Problem-Solution fit

1. CUSTOMER SEGMENT(S) — CS
Who is your customer?
i.e. working parents of 0-5 y.o. kids

- Candidates who are aiming to get into good universities

6. CUSTOMER CONSTRAINTS — CC
What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.

-Due to high consultee fee and lack of prediction
-They have moved away from current technology

5. AVAILABLE SOLUTIONS — AS
Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking

Seat allotment, Eligibility Criteria due to Entrance Exam like NEET, JEE, etc

Define CS, fit into CC / *Explore AS, differentiate*

2. JOBS-TO-BE-DONE / PROBLEMS — J&P
Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

Students are concerned about their admissions of the University - The students were unaware of joining in the better university.

9. PROBLEM ROOT CAUSE — RC
What is the real reason that this problem exists?
What is the back story behind the need to do this job?
i.e. customers have to do it because of the change in regulations.

Students are often worried about their chances of admission to university and they would spend money on education consultants and application fees for the universities where they have fewer chances of securing admission.

7. BEHAVIOUR — BE
What does your customer do to address the problem and get the job done?
i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

To predict the chances of students getting admission into university based on their profile and also used to predict the rank of the college that would be suitable for the students based on their profile and suggest the list of universities accordingly.

Focus on J&P, tap into BE, understand RC

3. TRIGGERS — TR
What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.

Didn't know the criteria for joining the universities. Students can know about the platform by asking through friends and browse the internet

4. EMOTIONS: BEFORE / AFTER — EM
How do customers feel when they face a problem or a job and afterwards?
i.e. lost, insecure > confident, in control - use it in your communication strategy & design.

Confused, Anxious over whether one getting Admission in the University

10. YOUR SOLUTION — SL
If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality.
If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

Our solution is used to predict the chances of students getting admission into a university based on their profile and also help students get the list of colleges by comparing the student's marks and the college's cut off and predicting admission probability. It is fast, efficient, and reliable. This will help the students make better and faster decisions regarding applications to universities.

8. CHANNELS of BEHAVIOUR — CH
8.1 ONLINE
What kind of actions do customers take online? Extract online channels from #7
They will search online about the preferred university and the criteria to join the University

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.
Visiting College campus, Enquire students, Academic representatives and nearby people about the University.

Identify strong TR & EM / *Extract online & offline CH of BE*